

## Message Text

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14

ACTION OPIC-06

INFO OCT-01 AF-06 ISO-00 EB-07 COME-00 /020 W

----- 130689

R 091435Z APR 76

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 4355

INFO AMCONSUL KADUNA

UNCLAS LAGOS 04286

E.O. 11652 : NA

TAGS : BTRA, NI

SUBJ : EVALUATION OF OPIC/WESTAM NIGERIA VISIT

1. SUMMARY: WESTAM'S NIGERIA VISIT ONLY PARTIALLY SUCCESSFUL.

END SUMMARY.

2. DESPITE EXCELLENT PREPARATIONS BY OPIC ADVANCE MEN PARNELL AND BATCHELDER, NIGERIAN PORTION OF WESTAM TOUR ONLY PARTIALLY SUCCESSFUL IN ACHIEVING OBJECTIVES OF FAMILIARIZING U.S. BUSINESS PARTICIPANTS WITH INVESTMENT CLIMATE HERE AND IDENTIFYING POTENTIAL INVESTMENT OPPORTUNITIES TO BE EXPLORED BY INDIVIDUAL FIRMS AT LATER DATE.

3. NEGLIGENCE IN MECHANICAL PROCESS OF OBTAINING NIGERIAN VISAS IN WASHINGTON COUPLED WITH WELL-KNOWN DIFFICULTY ARRANGING FOR NIGERIAN VISAS EN ROUTE ON SHORT NOTICE RESULTED PREDICTABLY IN NEAR DISASTER, INCLUDING CANCELLATION OF MANY APPOINTMENTS/ TOURS POTENTIALLY USEFUL TO WESTAM PARTICIPANTS, SIGNIFICANT EMBASSY MANPOWER DRAIN, USE OF SCARE GOODWILL WITH NIGERIAN FOREIGN MINISTRY TO PROCURE EMERGENCY VISAS, AND GENERAL EMBARRASSMENT.

4. LAGOS PORTION OF VISIT WAS SUCCESSFUL FOR VISITORS EQUIPPED WITH VISAS. ENTIRE WESTAM GROUP DID ARRIVE IN TIME FOR KADUNA AND BENIN/SAPELE PART OF ITINERARY, WHICH WERE ALSO SUCCESSFUL. HOWEVER, THESE ISOLATED SUCCESSES SERVICED ONLY TO UNDERScore TRAGEDY OF SCRUBBING LARGER PART OF NIGERIA SCHEDULE.

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TM SUGGESTED ACTION: ALL VISITORS OBTAIN NIGERIAN VISAS  
BEFORE LEAVING WASHINGTON.

6. PREPARING AIRGRAM EVALUATING MISSION IN GREATER DETAIL.  
EASUM

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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